



Research, Analysis and Intelligence; Marketing; Education and Reinvention. Worldwide in Government and Commercial Operations

# The COPERNICUS Group, Inc

Copernicus is a sharply focused, highly specialized consulting group that undertakes confidential strategic planning, intelligence, and marketing services to government agencies and private organizations in North America, Europe, and Asia. Our role is to work behind the scenes to help our clients develop, plan, articulate and execute very practical strategies for mission growth and capitalization. We help our clients craft concrete futures, find money, design and execute convincing marketing and communications products, rebuild troubled workforces, and open the right doors.

We are top hands in troubled times and skilled pathfinders for the future. Highly skilled problem-solvers in operations and organization, in intelligence and analysis, and in finance, marketing, and strategic liaison, we know how to get out of harm's way and how to avoid it next time. We understand risk management in almost every form, and, in the U.S., we know our way to Capitol Hill, the White House and the Pentagon— and most points in between. We have worked for many U.S. government agencies, the Allies and selected developing nations, across the spectrum of government oversight, from education, transportation and health to national security, defense and intelligence systems.



Worldwide, the company operates functional practices, collectively encompassing the core activities central to growing mission and market share in an uncertain and dynamic world: Strategic Planning and Operations; Intelligence and Analysis; Finance and Capitalization; Commercial and Government Relations; Technology and Product Development; Communications and Marketing; and Workforce Education and Training.



Our consulting services are built around an uncommonly talented and experienced group of Fellows. We conduct our business along the lines of a studio, building highly specialized teams around each cli-

## Finding Federal Funds

Our Federal Group's consulting portfolio reflects the seven practices of company at large but staffed by very senior, worldly and successful— and above all, pragmatic— government enterprise planners. In particular, we believe that the financial landscape of the US budget is of primary concern to our clients in the coming year.



In CY 2010, we expect the beginning of one of the largest, long-term budget battles in US history. After a precipitous Cold War budget build-down during the Clinton Administration, the Bush Administration has sent the budget to its highest levels in history. Now, after that roller coaster, the post-Iraq budget battles, which we see as having potential for a broad Federal course change extending beyond national security, now loom.

For nearly 6 years, the federal budget has skyrocketed both in absolute cost and in terms of deficit. With the 2010 elections, the crisis in Iraq, and the 2008 Presidential elections on the table this year's budget battles are likely to be the bloodiest in years. DOD's "base" budget is now more than \$100 billion a year higher than that of the Clinton Administration, a figure which does not the entire cost of the war itself. The Secretary of Defense is expected to request another \$120 billion as a war supplemental in February 2010. As both Democrats and Republicans look anxiously at the coming Presidential elections, it seems likely that additional requests to bolster an Iraqi security force might be both large and a welcome program, providing as it might the plausible cover for US troops to be withdrawn over the next two years.

At the same time, the Department of Homeland Security has come under sharp criticism in nearly every mission area. The Coast Guard's Deep Water program has run into serious technical and opera-

ent. We field the right people, with the right information, the right contacts, at the right moment, at the right place to provide our clients workable strategy, analytic depth, vast leadership experience, and deliberate method. We are not a growth company per se, nor do we look to sell labor or materials as a foundational business model. Because of the highly specialized, confidential, and client-specific nature of our work, we limit our practice at any given time to the number of clients we can service with confidence, experience and discretion.

Our Federal Practice Group, located in Arlington, Virginia, operates around a core permanent staff that includes former U.S. military and CIA intelligence officers, U.S. Congressional staff members, backed up by technology forecasting and budgetary. We provide both direct support (i.e., task-oriented, financial, operational and technological consulting services) and indirect support for clients. Our indirect support includes recurring analytical reports and subscriptions, workshops, and seminars.

Most of government work is conducted on a fixed-price basis, based on our MOBIS-approved labor rates listed below. We also offer commercially available reports and fixed-price subscriptions, particularly on U.S. and foreign government budgets each year. We also conduct recurring workshops and seminars, which can be presented at a client site upon request. We understand the realities of funding strategic planning and reinvention within government, and we are almost always able to undertake our tasks inside existing programmatic structures. Many clients are able to combine one of our commercial analysis with additional consulting services to create an affordable customized task.

#### **How We Work**

We can often help a client in weeks or months, particularly when the concern is marketing, product development, or financial analysis, and we take pride and satisfaction in bringing about big returns in the short run.

Other clients, however, require broader course changes and in such cases we have remained with them for as long as four years. Government reinvention is neither a buzzword nor a consultant's magic wand, it is a difficult and dynamic campaign attended by complicated budgetary and political challenges. Making change happen is all the more difficult to undertake inside a bureaucracy, and particularly so when a client is under outside pressure for specific change or when an agency comes under criticism. This is often where we begin our client relationship—in the midst of crisis or near to it. Such clients are typically in need of more than a clever plan, they need time to survive to make the turn. Real change means functional revision, major re-capitalization, and, almost always, a re-educated and re-energized workforce, one that is trained to flex when opportunity and necessity arises.

With such clients, we find the process of helping them tends to follow a sequence of tasks, from developing sce-

tional delays. The INS border initiative—the so-called 700-mile fence may be dead in the water in a Democratic-controlled Congress, leaving the agency without a fall back plan. The various intelligence agencies have become no less controversial, with new wide-area surveillance systems back under the magnifying glass, UAVs becoming hugely expensive, and hearings on NSA's telephony programs looming. Nor is the situation better at NASA, where the agency is struggling to find a viable (and fundable) future.

Thus, the FY 10 US Budget is likely to look very different than those in recent years, and at the very least, future trends toward policy change will begin to show themselves to the experienced observer. In such an atmosphere, agencies and organizations within the Executive Branch are likely to undergo potentially tumultuous upheaval. Broad, horizontal agency cuts are almost certain as both parties jockey to bring down the costs of DOD and press to leave Iraq, and if the past is a harbinger of the future, high-cost, high-visibility programs of every type will come under scrutiny. Both cancellations and compression can be expected.

In such an atmosphere, sophisticated analysis pays off. For government agencies that need to sustain mission base in such an environment, a detailed understanding of other agencies' budget, those that are horizontal, outside their traditional parental agency, opens up the possibility for strategic partnerships, which can shelter people and programs when vertical cuts descend from above. The Iraq War and the fight of over the Presidency may make the Cold War build down look orderly by comparison.

Copernicus' financial analysts have long experience in showing our federal agency clients that they not only can survive but thrive in such an environment. It is on the cusp of such dramatic change that existing contracts collapse, entrenched programs are cancelled, and a reordering of funds becomes possible. By positioning themselves to look horizontally for new partnerships, including Allied partners engaged in US programs, our clients have been able to establish financial and operational liaisons that allowed them to grow their mission in such times. Thus, FY 2010 in particular, when budget are in transit, represents one of the best opportunity for mission expansion in a decades—for those armed with the data, the details and the experience to see the trends.

*Please See Our List of Commercial Budget Analysis Reports Below...*

**ON THE ART OF GOVERNMENT REFORM**  
**CEO and Managing Director**  
**Michael S. Loescher**

Over 30 years of professional life, Michael S. Loescher has become widely acknowledged as one of the foremost experts in government reform and strategic planning in the world. He has authored, or been contributing author to, five books on the subjects of intelligence, futures-forecasting and risk-management. His most recent book, *Proteus ...Insights from 2020*, describes the findings of the largest scenario-based planning project the U.S. and is used as a text by academia and government think tanks and agencies in 17 nations overseas.



A former US Navy cryptologist and senior intelligence officer, Mr. Loescher was twice selected as one of the top 100 US Government employees in the Nation. He was a Fellow at Georgetown University and held the first Admiral William A. Moffett Chair for Innovation in Naval Warfare at the US Naval Institute. He served as principal advisor to the Secretary of the Navy from 1995-1998 before retiring to form the Copernicus Group and was a principal drafter of the present US Department of Defense Network-Centric Warfare doctrine. Mr. Loescher teaches and lectures regularly both in the US and overseas, where he is a Fellow at the Kenos Circle in Vienna, Austria.

“None of us can predict the future, but down deep none of us believe that,” says Loescher. “To help a client avoid risk, you have to begin by helping them to see as many different perspectives as possible. The design of scenarios is important, to be sure. But there is no substitute for smart people coming at you from different perspectives to teach a client how to lean forward against uncertainty. There is no predictable future, but risk can be mitigated. More, we teach our clients to be opportunists.”

Opportunity, Loescher believes, is found only through thorough analysis. “Most organizations resist change because, lacking clear data, the internal discussion can only be divisive rhetoric and opinion.” The Copernicus crew actually works inside the organization alongside the client to dig out detail—often for several years. The analytic effort encompasses client personnel from all dimensions of the internal debate so that as facts emerge so too does consensus. Loescher insists on the conduct of highly focused analytical detail coupled with a broad set of scenarios in three fundamental disciplines: technology, finance, and operations. “There are a lot of companies out there that try to sell generalized political scenarios as future “planning space.” The problem is, the world is not general, nor does it run on politics along by a long shot. We do not allow our clients to play simple war games where ‘blue’ takes on ‘orange.’ Like Edison, we believe in 1 percent inspiration and 99 percent perspiration.”

narios and other strategic planning tools through product development to marketing, branding, and sales. We often work for several years at a time building core curriculum, establishing liaison programs, and building up a confident middle management group ready to assume the helm in the next generation. We delve deep inside technologies and operational processes to help them find short cuts—iteration and innovation stratagems—that can expand their product and service base as fast as possible. In particular, we routinely employ a proprietary analytic methodology, Pragmatics, through which we are able to examine government budget simultaneously through three lenses—operations analysis, technology convergence, and programmatic base—and then bring the resulting opportunities together on a set of near-, mid- and long-term opportunity timelines. This analysis is often undertaken in conjunction with an accompanying consulting services task in order to help our clients devise specific metrics for feasibility, suitability and acceptability. This provides a local measure of opportunity-cost trade-offs in mission-development and expansion and tends to consolidate disparate internal efforts in the process. The result is analytic model of both depth in perspective and cost-benefit reliability, and one that is able to differentiate costs from benefits in multiple dimensions.

Technology convergences across engineering product families or, alternatively, areas where convergence is possible, are particularly important to our clients. By capturing this landscape, we are often able to help them jump ahead of their competition by fielding products that are a technical generation ahead of those in place. This kind of analysis literally buys time—and money, because if done with finesse, it does not threaten entrenched programs. We can also help identify new technologies that can resolve long-standing unsolved requirements, opening in new market in an landscape.

Whether the products are new or old, most government clients need them in new wrappers. Government executives understand the importance of marketing and public relations just as industry CEOs do, but there are few firms that understand the nature of internal sales within the government and what factors influence mission growth. Copernicus has built an entire practice around communications and public relations and we have long history of success in this area. We have internal and external communications strategies for almost every client, and follow them up with writers, designers, and production teams to create marketing, branding and advertising products.

Corporately, we maintain a constant and detailed watch on the US and Allied government budget base, across agencies and appropriations, so that we can match our government clients with funding opportunities and helping them establish the new cross-agency strategic partnerships that are so key to anchoring and expanding existing mission charter.

## Our Consulting Portfolio and Price List

Since its founding in 1998, Copernicus has provided consulting services government and commercial clients worldwide. Overseas, some of our recent clients have included Nippon Telephone and Telegraph (Tokyo), the Finish Futures Research Centre (Helsinki), the Kenos Circle (Vienna), the Royal Navy (UK), and The Willard Group (Ukraine and Turkey.) In the US, we have a long list of corporate clients, including Northrop Grumman, the Erim Corporation, TASC, Inc., Deloitte and Touche, General Dynamics, Silicon Graphics, Polexis, and Mantech. Our recent US government client list includes the US Department of Education, NASA, the National Reconnaissance Office, the National Geospatial Intelligence Agency, the Central Intelligence Agency, the US National Security Agency, the US Coast Guard, the Joint Forces Command, and five different organizations within the US Navy.

We offer variety of consulting services. We have a full portfolio of different strategic planning methodologies (e.g., scenario-based planning, capital investment planning, service and product process re-engineering, technology convergence analysis.) We also provide architectural services used in both systems development and operational-process design. In particular, we have acknowledged experience and expertise in architecting information systems for use as enterprise command and control structures. We are able to provide specialized IT architectures and custom sensing systems for clients for the purpose of gaining and examining insight into their extant practices and comparing them to future needs.

Many of our major clients are interested in future government appropriations, and we have a long track record of analyzing DoD and other Executive Branch programs in detail. We undertake specific acquisition and programmatic analysis projects during which we employ proprietary techniques used to analyze present and projected costs, generally with the aim of assisting clients who are engaged seeking funds for new systems or who are decision-makers who approve such funding. Our own analytic products are often used as the basis for workshops we host for those clients interested exploring methods for innovating inside existing programs/projects as well as those looking to devise wholly new systems.

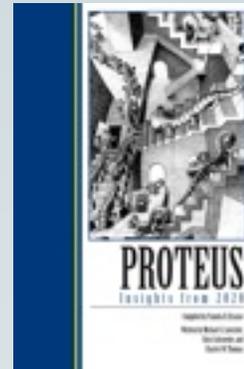
Our government work has varied both in scope and in clients. We have helped the CIA examine Chinese intent with Taiwan and conducted a military operational analysis to explore, among other issues, the organizational implications of the new DoD Unified Command Plan for the US Pacific Command. When the US Department of Education came to us with concern about their future charter because of legal limitations for set-

### **PROTEUS... Insights from 2020.**

In our federal government practice, we have specialized in a number of long-term futures-planning and organizational-reengineering projects that have been chartered by many of the agencies listed above. From 2000-2003, for example, we were honored to conduct what was then, and remains now, the largest scenario-based strategic planning project in the world.

Chartered by the National Reconnaissance Office, the Proteus Project involved more than 700 people and resulted in a book we published, which was used in both the Clinton and Bush White Houses.

*Proteus ...Insights from 2020* was sold out within 10 months of its initial printing of 10,000 copies. The book has been used by every intelligence organization in the US government and is currently a text at the US Naval War College, the National Defense University, the US Army War College, and at the US Naval Postgraduate School.



Here's what the project director had to say about our work...

*This document is unique in my experience in Government. It is neither an analysis, nor a plan for the future. Nor is it a guess at how the future will be. Rather, it is an unusually rich and thoughtful collection of insights about the problems of 2020. Specifically, it is about the problems that the US Intelligence Community might face and how we might see the future through something other than the distorted lens of the present.*

*The Proteus Insights are the result of nearly 48 months of effort involving some of the best minds in the country – from poets to intelligence professionals – brought together by the National Reconnaissance Office to examine how we might come to grips with the future. For me, there were some major surprises in the findings, and I have directed the team to continue its work. I urge you to read on. Take notes in the margins. Dog-ear the pages. Study. Nothing is what it seems; the future all the more so.*



**ILEARN.gov**  
**Building a Digital City**

One of our most satisfying projects in the Federal Practice was undertaken for the US Department of Education. D.Ed was faced with a dilemma: funding coming into the department were largely earmarked for specific programs in specific states. Thus, it had limited ability to develop a strategic funding plan. At the same time, in the U.S. primary and secondary education programs are executed and overseen individually by States, not the Federal Government. Given a charter base that stopped at the borders of the District of Columbia, and unable to control its funding, what how could D.Ed. contribute?

Our answer was to consider the model of the Interstate Highway system charter as it might apply to the Information Age. We assembled a team of the country's most imaginative people-- artists from Star Wars, faculty from some of America's most prestigious universities, and "imagineers" from Disney and Apple Computer-- to join with Copernicus' team to devise an entirely new approach to learning through a digital city called ILEARN.gov.

ILEARN is the type of project we like: important, creative, elegant use of technology, and mission-growth not for its own sake, but for new services of value to the Nation.

ting federal policy over state schools, we designed a digital university for them called *ILEARN.gov*. We were part of a team hired by the US Coast Guard to examine its future operations doctrine, organization and force structure. We helped examine the future of wind tunnels and find methods to reduce payload costs as part of a year-long strategic planning effort to explore the operational future of NASA Aeronautics. We developed a concept for a strategic analysis of non-geographic phenomena for the National Geospatial Intelligence Agency, who asked us to examine the future of photographic analysis as a core competency within the US Intelligence Community. For the Joint Battle Center in Suffolk VA, we provided assistance in developing a benchmark testing laboratory for emergent command and control systems and developed government relations products to advertise that capability. For a defense client, we developed a new approach to force-wide electronic warfare by helping them analyze the operational and technological shortfalls of existing platform systems. In the past three years, we have been engaged in a number of different and lengthy projects with separate elements of the US Navy.

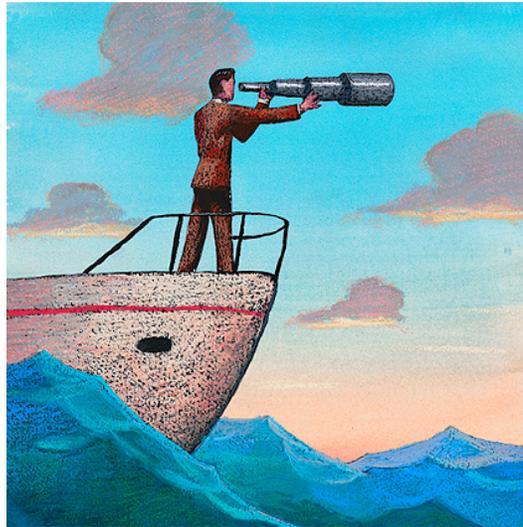
Our commercial work has varied widely, ranging from a small trucking company that needed to realign its assembly plant to a very large conglomerate looking to buy up small companies in key positions within the US defense sector. Commercial clients in particular are interested in our intelligence networking, operations analysis, market development and in US government financial analysis. The latter service has been undertaken many times for both US and foreign clients. As a result, our work is often confidential.

Although we focus much energy on process and analysis, long experience has taught us that ultimately, successful organizational reengineering depends on people. Recognizing that central truth, we emphasize to our clients the importance of developing practical leadership skills deep inside the workforce. We often develop a custom professional curriculum to create long-term training pipelines that foster creativity in a methodical, enduring manner. We see our business as developers of custom curriculum expanding. We are presently entering a joint venture with the Willard Group, Inc. in Ukraine for developing courses for companies that want to do business in the former Soviet republics but can't find qualified service personnel. In the US government, we have developed such custom curricula five different clients.

## GSA-Approved MOBIS Consulting Schedule

Copernicus offers six labor categories based on any or all of four criteria: corporate position, education level, experience and/or expertise, job description.

**Directors.** A Director is Corporate Officer appointed by the Chairman of the Board for the specific purpose of corporate management of one or more key company functions, divisions or large long-term, high-value projects. Directors must meet stringent internal criteria, generally have a financial interest in the company, and possess corporate expertise in each of the following areas: corporate management, marketing and sales, personnel management, and contract management. Duties may include, but are not limited to, one or more of the following: company management; contract management; corporate finance; client management; marketing, sales and proposal development; project management; systems analysis; program integration; systems integration; curriculum development; method and analytical tool development; project staff; communications services and product development; financial analysis; business intelligence services and analysis. Except for Directors, all Copernicus personnel are known as “Fellows”—a term that reflects our commitment to provided deep experience and demonstrated expertise as well as education. Labor Rate: \$218.59



**Executive Fellow.** An Executive Fellow must have a PhD, or multiple degrees, and possess exceptional expertise in a specific practice area. Typically, exceptional is defined as at least 15 years experience in one of our practice areas and previous experience in management of complex projects. Duties may include, but are not limited to, one or more of the following: client management, sales and proposals, project management, systems analysis; program integration; systems integration; curriculum development; method and analytical tool development; project staff; communications services; marketing analysis; intelligence services and analysis; editorial production oversight. Labor Rate: \$203.47

**Senior Fellow.** A Senior Fellow must possess an advanced degree and/or possess an exceptional level of expertise, and at least 7 years of experience within one or more of these practice areas: (a) technical analysis and/or systems analysis; (b) finance, which may include government acquisition and budgeting policies and practices; (c) enterprise operations, which may include specialty in military operations, intelligence and sensors; manufacturing processes; workforce training and education; (d) product development, which may include technical architectures and systems development; technology-related analytic products; and technical papers. Duties may include, but are not limited to, one or more of the following: client management, sales and proposals, project management, systems analysis; program integration; systems integration; curriculum development, method and analytical tool development; project staff; communications services; marketing analysis; intelligence services and analysis; editorial production oversight. Labor Rate: \$192.86

**Fellow.** Fellows must possess a Bachelor's degree and 2 years' additional expertise in one of our practice areas, as well as a demonstrated ability to work within a project team environment. Duties may include but are not limited to one or more of the following: client interface, project staff, research and analysis, technical writing, editing and/or graphic design; public relations, government affairs. Labor Rate: \$161.20

**Associate Fellow.** Associate Fellows must possess an Associate's Degree and be progressing toward a 4-year degree in one of our practice areas. Duties may include but are not limited to one or more of the following: project staff, research, technical writing and/or graphic design, public relations. Labor Rate: \$148.67

**Assistant Fellow.** An Assistant Fellow does not require a completed degree and typically undertakes introductory-level activities, which may include any of the following: writing, limited research, data gathering, and clerical and administrative duties. Labor Rate: \$64.48.

Growing business inside the U.S. Government means navigating a zero-sum financial landscape. Those that succeed understand that the most efficient route to expanding missions and getting new funding lies not in wasting time on the viewgraph circuit begging for new starts, nor in pushing rocks uphill inside the labyrinthine vertical budgeting processes like DOD's POM.

The fastest and surest route lies in analyzing the detail and agendas of initiatives already inside the federal budget to find and fostering strategic partnerships that cross Congressional appropriations silos to gain access to those funds. For government agencies, mission growth is almost always achieved through new horizontal partnerships, not vertical in horizontal diversification, not vertical integration.

The federal budget experts at Copernicus—all with previous senior careers on Capitol Hill or in the Executive Branch—make finding new funds and devising new strategies for partnerships easy for our clients through a variety of commercially available analytic reports, seminars, and subscription products, as well as individualized consulting services on a tasked basis. We undertake a variety of catalog and customized budget analyses, including the following:

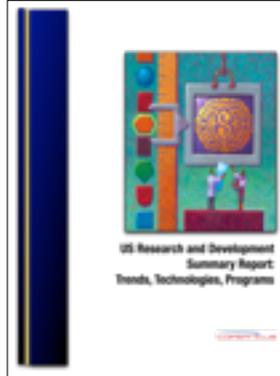
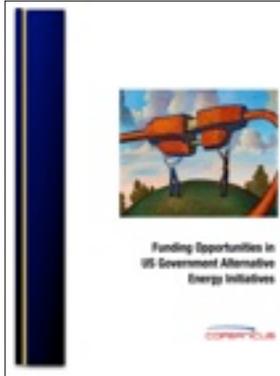
- Analyses of US federal budget tailored by agency, appropriation, project or program linkage, and even technology core, as desired by our clients.
- Analyses of US federal budget initiatives by program objective, which is used by many of our clients to discover strategic partnerships and craft strategies to share-cost projects across agency funding lines.
- Analyses of budget requests submitted by the Executive Branch for Congressional approval, which may be presented as overview or provided in detail as our clients request.
- Detailed reports of the budgets of individual agencies.

We also undertake individualized and confidential consulting tasks, both short- and long-term, for clients that have specific requirements. Subscription analysis of particular budgetary and programmatic intelligence is also available.



**Operations, Technology, and Programmatic Trends in the US Federal Budget.** This is our flagship analysis specifically undertaken to help our clients find new partnerships, programs, and fund new starts. We use our proprietary *Pragmatics*<sup>SM</sup> analytic framework, through which we can examine the budget independently from three perspectives— operations analysis, technology convergence, and programmatic base— and bring resulting opportunities together on a set of near-, mid- and long-term opportunity timelines. In the first analytic pass, we identify operational goals and doctrinal implications on an agency-by-agency basis, looking for those areas where such change is likely to surface requirements of interest and appropriate to a

specific client. In our second analytic sequence, we catalog the major federal projects and initiatives from the perspective of technologies, identifying both key and common technology bases, as well as making assessments of areas where new technology must be found. Our purpose in doing so is to identify areas where the technical approach to solution or the key technology is one that is suitable and feasible for a client's present or planned capabilities. Third, we overlay atop these two analytic landscapes, a third methodology in which cut of federal programs across a variety of financial attributes to determine an overall programmatic "geometry." As a minimum, such attributes include the FYDP funding slope, percent-funded, type of



appropriation, related funding programs (particularly for related Allied programs), duration and origin, parental organization, and charter linkages. In this analysis, we will provide a preliminary opportunity-cost versus benefit comparison to include in our recommendations so that the strategic value of the opportunity might be surfaced for consideration over the long run as well as the absolute value itself. Finally, we align the three analytic perspectives together on a timeline so that our clients can create priorities over multiple years, identify those projects that are near-term opportunities from those that are farther away, and, significantly, to compare the initiatives of different agencies. *Base Cost: \$100,000.00. Available April-May annually.*

**The President's Budget Request, Agency Overview.** This is a fixed-price catalog report produced annually to examine the Administration's funding request to Congress. Our analysis looks at issues from the perspective of both the Executive Branch and Capitol Hill. With a new Democrat-controlled House and Senate, the US Budget can be expected to change dramatically over the next two years. On the winds of any change, opportunities abound, whether overall funding increases or decreases. Our analysis includes a summary overview, with tabbed appendices by agency. *Cost: \$50,000.00. Available April-May annually.*

**The President's Budget Request, Appropriation Overview.** A companion to our "Agency Overview" Report, this is a fixed-price catalog product produced annually to examine the Administration's funding request to Congress. This report details the President's proposals to Congress, with an emphasis on change by appropriation type. In 2008, major funding initiatives in Military Construction overseas and US Army funding are anticipated. As much as \$100B in supplemental for the war is anticipated. *Cost: \$65,000.00, including DOD and DHS summaries. Cost: \$25,000.00, exclusive of DOD and DHS summaries. Available April-May annually.*

**The President's Budget Request, Major Initiatives.** This is a fixed-price catalog report produced annually. The President's Budget is analyzed from the

standpoint of largest discretionary expenditures and our financial analysts are specifically focused on trend analysis. A must for Federal agencies that want to understand the limits and opportunities for new starts in the 2008 appropriations. *Cost: \$15,000.00. Available April-May annually.*

**The President's Budget Request, New Initiatives.** This is a fixed-price catalog report produced annually. A companion to our "Major Initiatives" report, this analysis details new initiatives being requested by the Administration. Such initiative give insight into agencies within the Executive Branch that have successfully convinced the Administration to plus-up funding, representing potential strategic partners with potential growth. *Cost: \$35,000.00. Available April-May annually.*

**Opportunities for Federal Agencies and Allies in the Defense Budget.** This is custom analytic product, which is provided as a confidential deliverable to specific clients in conjunction with task-oriented strategic consulting services. Different clients require different analytical approaches. Those that are technically oriented, such as systems commands and laboratories, often have specific products and services that they wish to sustain as a legacy base while increasing or initiating funds in new efforts. Copernicus' consulting staff works with clients over several months to determine their specific capabilities, help clarify and quantify mission-development goals, instigate metrics to measure opportunity costs and tradeoffs, recommend any appropriate workforce alignment, and present a summary of opportunities, both near- and long-term that reflect suitable, acceptable and feasible strategic initiatives for growth. *Base cost: \$80,000.00. Available February annually.*

**Opportunities for Federal Agencies and Allies in the DHS Budget.** Like its DOD companion, this is custom analytic product, provided as confidential deliverable to specific clients in conjunction with task-oriented strategic consulting services. Different clients require different analytical approaches. *Base cost: \$80,000.00. Available February annually.*

**Finding Opportunities in US Government Alternative Energy Initiatives.** This is a fixed price catalog report produced after the Obama Administration announced new funding initiatives in the FY 2009 Budget Request. This catalog report is a summary analysis of federal alternative energy initiatives, both inside the Department of Education, as well as those across other federal agencies. *Cost: \$14,000.00. Available April-May 2010.*

**US Research and Development Summary Report: Trends, Technologies and Programs.** This is customized analytic product, which is provided as confidential deliverable to specific clients in conjunction with task-oriented strategic consulting services. The dollars are getting smaller, and DARPA is not the opportunity clearing house it once was. This catalog report looks at R&D funding and how to get it, using Pragmatics technology convergence landscape framework. *Base cost: \$60,000.00. Available February annually.*

**Sustaining and Growing Mission in Post-Iraq Federal Budget.** This is customized analytic product, which is provided as confidential deliverable to specific clients in conjunction with task-oriented strategic consulting services. President Obama's decision to focus on Afghanistan and pull troops out of Iraq, will bring big changes. The questions are many: What will the DOD and DHS budget look like, given the lessons-learned from the war? What major programs are likely to be consolidated, cut or expanded? What are the implications of the European defense industry consolidations? What programs are likely to be developed for the emergent Iraqi security forces? How will the US Army be rebuilt and what is the future of the Stryker Battalion? Will we really need the F-22? All of these issues and more are discussed from the perspective of financial opportunities such change might be likely to present. *Base cost: \$80,000.00. June 2009.*

#### WORKSHOPS and SEMINARS

Copernicus has an extensive catalog of commercial courses, workshops and seminars. At present, however, our courses are not available through our MOBIS schedule. Clients interested in more information can contact us at [teaching@copernicugroup.us](mailto:teaching@copernicugroup.us).

We do conduct certain workshops and seminars for government clients, however, which may be purchased through MOBIS. Whereas our commercial courses are intended for single students, our government workshops and seminars are generally intended either to augment our consulting services with an existing client or to provide a new client access to our methodologies and our Fellows to solve problems on a short-term basis. Our workshops are typically 3-5 days in length and are held on a client property. Seminars can be 1-2 days in length, and usually conducted in the Washington DC area. Workshops and seminars are built around one of five core topics:

- Strategic Planning, Risk Management and Organizational Reengineering;
- The US Government Marketplace: Marketing and Business Development;
- US Military and National Security Operations, Technology and Systems, and Budget;
- Government Command and Control Process: Technologies, Systems, and Programs; and
- Intelligence and Sensing Process: Technologies, Operations, Systems and Programs.

Clients interested in more information can contact us at [Federal\\_Practice@copernicugroup.us](mailto:Federal_Practice@copernicugroup.us).

#### CORPORATE CONTACTS

The Copernicus Group of Washington DC, Inc. is a Chapter C Corporation chartered in North Carolina. Copernicus is a veteran-small business. Corporate offices: 1229 Hyman Avenue, Hendersonville, NC 28792. (t) 828.697.7947 (f) 828.698.3249. Federal Practice in Arlington VA at: 4514 North 25th Road, Arlington VA 22207. (t) 703.935.0830. Please contact us with any questions at [Michael.Loescher@copernicugroup.us](mailto:Michael.Loescher@copernicugroup.us).